IBM

M2040-656

ICS SmartCloud for Social Business Sales Mastery Test v1

QUESTION: 20
Which of the following is required to migrate a customer to SmartCloud Notes?

A. The partner must have a technical certification to conduct a migration.
B. The customer must be using Domino 8.0 or higher
C. It is not possible for apartner to migrate customer mailbox data
D. Less than 12GB of total mailbox data to be migrated

Answer: A

QUESTION: 21
In which of these situations would the ROI Calculator be used?

A. To calculate the costs and benefits of moving to SmartCloud for Social Business
B. To calculate the per mailbox cost of Lotus Notes
C. To calculate the cost savings of running Domino on Linux
D. None of the above

Answer: A

QUESTION: 22
Which is a key benefit of Smart Cloud Engage over Google Apps?

A. Support forhybrid cloud configurations
B. More file storage offered by Engage
C. Meetings
D. All of the above

Answer: D

Reference:
http://ecs.arrow.com/suppliers/ibm/collaboration/content/LotusLiveEngagevsGoogleApps.pdf(page 5, second bulleted point)

QUESTION: 23
When an order is placed, the seller must provide what additional information before the order can be provisioned?

A. A mobile phone number
B. A secondary credit card in case the customer forgets to pay their bill
C. A Smart Cloud Admin Form that lists key provisioning data such as the email address of the customer's organization administrator.
D. A customer reference

Answer: C

QUESTION: 24
Which is a key benefit of Smart Cloud Engage over MS Office 365?

A. Extranet collaboration due to the free unlimited guest accounts offered by Engage
B. Blogs
C. Team Calendars
D. Voice over IP in Meetings

Answer: A

QUESTION: 25
What is the purpose of a Ramp-up?

A. To allow the customer to ramp up their payments according to their revenues
B. To allow the customer to phase in integrated apps
C. To allow the customer to buy extra file storage
D. To allow the customer to deploy in incremental steps and bebilled accordingly until the full subscription amount is deployed

Answer: D

QUESTION: 26
What is the flagship offering for Smart Cloud for Social Business?

A. Smart Cloud iNotes
B. Smart Cloud Meetings
C. Smart Cloud Engage
D. Smart Cloud Connections

Answer: C

Reference:

http://www.slideshare.net/DianaEmely/ibm-smart-cloud(slide 19)

Download Full Version From https://www.certkillers.net

Pass your exam at First Attempt....Guaranteed!